

users as any remedy that has ever appeared on the market. It is very seldom that I give an endorsement of any kind to a proprietary medicine, but Paine's compound seems to have taken a very firm hold on the public regard. My sales of the remedy have been increasing steadily for several years."

**DRUGGIST J. E. BRANNIGAN, Sixty-seventh street and Amsterdam avenue.**

Among the pharmacists on the upper West Side none is better known than J. E. Brannigan. He is known to every man, woman and child in the district comprising a half mile on all sides of his drug store at Sixty-seventh street and Amsterdam avenue. He is reputed as the "physician-druggist of the West Side." He is sought every hour of the day by people complaining of various ills, who are either too poor or too busy to call for a regular physician. They go to Mr. Brannigan for immediate aid and in all cases he administers it to them. Besides this, he has a big practice in his prescription department. The foremost article which he displays in his windows is Paine's celery compound.

"I always keep a very large stock of Paine's celery compound on hand," he said, "and I find it a splendid seller. It is the most popular of all my remedies, and always gives the best of satisfaction. I hear it praises sung on all sides, and although I have never taken any of it myself, I know it must do an awful lot of good. Every one whom I have questioned about it has said that it is strengthening and life-giving. I expect to sell a great deal of it this Spring and Summer."

**T. M. MOORADIAN, the Windsor Pharmacy, No. 472 Third avenue, Says:**

"There are no remedies which we have more call for than Paine's celery compound. While, as a rule, druggists hesitate to recommend any medicine, I feel that I can safely say that Paine's celery compound appears to give satisfaction. At all events, the call for it is the same year in and year out, except that the demand has been increasing steadily. Many of our customers have spoken in no uncertain terms to us of its merits."

**EDWARDS & ZIMMER, Lexington avenue and Thirty-second street, Says:**

"Paine's celery compound is a remedy which we keep in stock because our customers demand that we should do so. We never pretend to recommend any remedy which we do not ourselves manufacture, but we have no hesitancy in saying that the compound is one of the most valuable which we have."

**H. M. O'NEILL, Third avenue and Thirty-fourth street, Says:**

"Paine's celery compound is a pro-

tal and physical agony, due to unnatural application of shock, should use this great tonic. It is scarcely necessary for me to go into detail in telling of all the instances wherein I am certain Paine's celery compound prolonged and saved life. It would take up too much time. Say that it meets all the requirements accredited to it by the company, and you will not miss the mark."

**THE MUTUAL DRUG COMPANY, No. 432 Third avenue, Says:**

"We are gratified to testify as to the



THOMAS M. MOORADIAN, NEW YORK CITY.

qualities of Paine's celery compound, for our experience has taught us that it has no superior, commercially, on the market. There is a never-ending demand for it, at all seasons of the year, and this is in itself a stronger recommendation than any we could ourselves give it."

**H. D. DIEDELL, No. 275 Third avenue, Says:**

"I have sold much of Paine's celery compound since I have been in the business, and if this counts for anything it would seem that the remedy

to be a good seller. I have never recommended any medicine other than that which we put up here, but I can assure you that Paine's compound is certainly a valuable remedy."

**A. WOODCOCK, No. 371 Third avenue, Says:**

"Those of my customers who have tried Paine's celery compound have expressed the greatest satisfaction with the preparation. My sales of the medicine have been numerous."



**F. O. COLLINS, No. 131 Third avenue, Says:**

"Paine's celery compound I consider the best seller of its kind in the market. It is one of those preparations which I always keep in stock and for which there is much call. It sells throughout the year. The medicine appears to give satisfaction, and that is more than a good many other medicines do."

**RUDOLPH GIES, No. 396 Third avenue, Says:**

"Paine's celery compound has always been numbered in our stock list, in fact, ever since it has been on the market. There are many calls for it, and I can say that it has proved a wonderful seller. The call for it is about the same throughout the year, and these are numerous. Therefore the sale can be considered as a recommendation in itself."

**A. W. STEWART & CO., Knickerbocker Theatre Building, Broadway and Thirty-eighth street, Says:**

"We keep Paine's celery compound in stock, and have always done so, and we can assure the public that it is one of the best sellers in the market. There is an unvarying demand for it, which fact speaks for itself. Of course we cannot speak of its curative qualities, but we can say that it has no superior as a commercial article of our trade."

**DRUGGIST HERMAN L. BEHRENS, No. 220 Columbus avenue, Says:**

"One of the many classes of buyers of Paine's celery compound are the servant girls, who are compelled to remain indoors a great deal, and are thus unable to get the benefit of fresh air and sunshine. They grow sluggish and are depressed. In Paine's celery compound they find great relief. It revives the circulation and builds up the nervous organization. I make no substitute for Paine's celery compound. When I am asked for it I give it, and I find that is the best way. I am entirely satisfied with my sales of this preparation." Mr. Behrens also has a very large prescription trade.

**DRUGGIST L. BOKSHATZKY, No. 298 East Broadway, Says:**

"Paine's celery compound has a great run on the East Side. It is in this locality especially that people are overworked. The struggle against hard times on the East Side is something



F. KRONSBURG, NEW YORK CITY.

people who use it seem to think highly of it. The fact that the call for it is constant appears to us in the light of a recommendation."

**E. J. SULTAN, Third avenue and Twenty-third street, Says:**

"I have handled Paine's celery compound ever since it was first put upon the market, and have always found it

frightful. As a consequence people break down. Very many of them find relief in Paine's celery compound. I have heard some say they wished they could have it in their houses all the time so as to feel that security against disease and sickness which the presence of a powerful preventive always creates. I get my share of the trade for Paine's celery compound."

Mr. Bokshatzky is proprietor of what is known as the Manhattan Pharmacy and is well thought of by the people in the community who patronize him.

**DRUGGIST DORN, Ninety-sixth street and Columbus avenue, Says:**

"I have a large sale for Paine's celery compound all the year round. The opening of Spring I sell it as a regular Spring medicine. The people speak highly of Paine's celery compound. I have heard of all kinds of complaints being cured by this medicine. It is the most satisfactory article any one in a neighborhood could have in the house. We expect our usual big increase in its sale as the weather becomes warmer."

**DRUGGIST S. CLEAVAN, No. 258 East Broadway, Says:**

"I find no trouble in disposing of my purchases of Paine's celery compound. It must be a good remedy, for it sells very well. I take it that the people know they are being done good when they repeat orders for it. I know I am getting the value of my money when I lay in a stock of it."

**DRUGGISTS CARTER & ROBERTS, Seventy-third street and Columbus avenue, Says:**

"Paine's celery compound sells well. It is the biggest seller we have and we get our full price for it. It is a good thing to have in the house. Without the least bit of advertising on our part we get rid of all we buy."



J. E. BRANNIGAN, NEW YORK CITY.

People come and get it, use it and then come back and ask for more. The fact that orders are so promptly repeated shows that Paine's celery compound must be establishing a great reputation for itself. It is a delight to see a worthy medicine well established and eagerly bought. Overworked and nervous persons who patronize us for Paine's celery compound say it does them very much good."

Carter & Roberts are the leading druggists in their district and enjoy one of the most aristocratic patronages in the city.

**DRUGGIST Z. T. BENSON, No. 2334 Third avenue, Says:**

"Paine's celery compound has always been a great seller, and I found during all my experience with it that it gave the greatest satisfaction. Druggist Benson has been in business in Harlem for many years, and has earned an enviable reputation both as a pharmacist and a chemist. His word, therefore, carries a plenitude of weight with it."

"Paine's celery compound," he said, "is a delightful Spring medicine, it renews the powers of the digestive organs, cleanses the blood and makes one cheerful and happy and able to contend with the great heat which visits us every Summer. Besides repairing any injury to the stomach due to excess of any kind or neglect, it also builds up the nerves. It has also a reputation in my neighborhood as a curative for rheumatism. The great



B. G. KRAFT, NEW YORK CITY.

sale that Paine's celery compound enjoys is sufficient recommendation for it."

**DRUGGIST BERTHOLD ROUBICEK, No. 2343 Eighth avenue, Says:**

"There is no doubt of the great virtue contained in Paine's celery compound. It has enjoyed a great reputation in Harlem and is still the foremost of the proprietary medicines. The sales, instead of decreasing like others, are steadily gaining. When a customer asks for Paine's celery compound we always give it to him without attempting to convince him that something else is just as good. The latter practice always creates dissatisfaction. When a person wants Paine's celery compound he will be satisfied with no other. One bottle is sometimes sufficient to cure a sufferer, but he should not be discouraged in case the result desired is not obtained by the use of a single bottle. Repetition of the doses is what is usually required. It is often a serious mistake to switch off on to something else. In the first place, the good done by the first bottle is counteracted, and in the second, the stomach suffers from the mixing in almost the same manner as when alcoholic beverages are mixed. Paine's celery compound doubtless does a great amount of good."

Mr. Roubicek has been in his present store many years, and none stand higher in the estimation of Harlemites, as a druggist, than he.

**DRUGGIST JOHN A. PROBEN, No. 295 Amsterdam avenue.**

John A. Proben has been a druggist for fifteen years and occupies one of the oldest stands in his section of the city. It is located at No. 295 Amsterdam avenue, at the corner of Seventy-fourth street. Mr. Proben is well known among the people of the upper West Side as a careful and reliable phar-

macist. He has the largest and most aristocratic patronage of any druggist within ten blocks on either side. Mr. Proben paid little attention to prepared medicines before Paine's celery compound made its appearance in the market. He says he is compelled to recognize the merits of this mixture because his large list of customers speak so highly of it.

"My trade in Paine's celery compound," said Mr. Proben, "has been



Z. T. BENSON, NEW YORK CITY.

steadily on the increase. I sell more of it than anything else. It is the greatest card I have, and a person who buys one bottle invariably repeats the order. It gives satisfaction in all quarters, and when I tell my patrons that it is a good remedy I know they will not be disappointed in it. Other preparations may drop out of existence, but Paine's celery compound has come to stay."

**DRUGGIST B. G. KRAFT, One Hundred and Twenty-fifth street and Lexington avenue.**

Druggist B. G. Kraft occupies the well-known and popular stand located on the northwest corner of One Hundred and Twenty-fifth street and Lexington avenue. Harlemites know Mr. Kraft as they do members of their own families. Sympathetic of nature, he studies the ailments of his customers and advises them, more to accomplish good and healthful results for themselves than for the pecuniary reward there is in it for him. Without a great effort in that direction he has built up a wonderful trade, and is to-day accounted one of the most clever and foremost druggists in the city of New York.

With the increase in business which Mr. Kraft has experienced in the prescription line, there has also come to him a marked growth in the sale of one particular medicine—Paine's celery compound. He sells a great quantity of it. Now that the Spring is about at hand, Mr. Kraft has laid in a big stock of Paine's celery compound. Allowing for the increase which was apparent in the sale of this remedy in the last year, and knowing how valuable Paine's celery compound is as a system renovator during the warm months, Mr. Kraft has made his stock almost twice as great as it was twelve months ago. "In my business," he said, "it is not advisable to recommend any remedy. I can only say that Paine's celery compound is excellent and that it is a great seller. It must be giving satisfaction, otherwise there would not be so great a call for it. If the people feel better after using an article and call for more I suppose that they must experience good from it. This is the case with Paine's celery compound."

**DRUGGIST J. M. REICHERT, No. 256 West One Hundred and Sixteenth street and One Hundred and Twenty-fifth street and Columbus avenue.**

The most modern drug store in Harlem is that owned by Druggist J. M. Reichert, at No. 256 West One Hundred and Sixteenth street, and in both places the popular medicine handled by him is



ARTHUR WOODCOCK, NEW YORK CITY.

Paine's celery compound, as he is ready to acknowledge at any time. Mr. Reichert owns another store at One Hundred and Twenty-fifth street and Columbus avenue, and in both places he does an enormous business. He is usually on deck at either of the stores at almost any hour of the day or evening. Concerning Paine's celery compound Mr. Reichert says: "The good

that this remedy does is almost incalculable. I am told every day that Paine's celery compound has saved lives, has restored lost vigor and has built up those verging on nervous prostration. Of no other preparation have I ever heard such commendations. It is the leader of the day. I sell more bottles of it than anything else in my stores. It is especially popular with those engaged in brain work and with those whose businesses are of an excit-



ing nature. Truly this medicine is a great discovery. The genius who found it out deserves to reap any profit which may come from its great sale. I might well afford to do without other medicines, but Paine's celery compound I will always keep about me."

**DRUGGISTS SPANGENBERG & BOYD, Eighty-second street and Columbus avenue, Says:**

"We have no use for fake cures. We hope Paine's celery compound will



JOHN A. PROBEN, NEW YORK CITY.

knock them all out. It is the best of all the prepared medicines and has won some wonderful cures. It deserves to succeed. We sell plenty of it."

**OTTO LENZ, No. 498 Second avenue, Says:**

"Year in, year out, I have found that Paine's celery compound is in constant demand. There is as much call for it



in the Summer as in the Winter, and I always keep it in stock."

**DRUGGIST GEORGE A. SPEAR, One Hundred and Twenty-fifth street and Eighth avenue, Says:**

"I cater to all classes of trade in Harlem and possibly have the best stand of any druggist in this district, and I am free to admit the great popu-

larity of Paine's celery compound. It is foremost in the ranks of prepared remedies. I have known of many instances where rheumatism and nervous prostration were cured by its use, and I believe it deserves the recommendation of any and all of the druggists. I sell a great deal of it."

**H. C. MINER, No. 203 Bowery, Says:**

"Paine's celery compound is one of those proprietary medicines which I always keep in stock. In fact, a constant call for it throughout the year demands this. The medicine is a good seller, and the numerous demands for it are sufficient testimonial of its value."

**SCHMIDT'S PHARMACY, Bowery and Third street, Says:**

"Personally I would not care to say anything about the merits of Paine's celery compound, but if calls for the medicine count for anything, it might be said that they are numerous. This fact is recommendation enough for the compound."

**CAREY'S DRUG STORE, Second avenue and Thirtieth street, Says:**

"It is surprising how many calls I have for Paine's celery compound. The demand is constant and steadily increasing. This is probably due to the relief it affords to those who use it, and for this reason I have found it necessary to have it in stock at all times."

**GEORGE W. JARCHOW, No. 445 Second avenue, Says:**

"It is marvellous how the sale of Paine's celery compound has increased during the course of the past year. Most men in my business are averse to recommending medicines other than that compounded by themselves, but none of them can deny that Paine's celery compound sells better than any other medicines."

**DOTT WILSON, No. 99 Park street, Says:**

"Paine's celery compound is a seller. I find the sales increasing daily. There is a demand for it in Winter and Summer, and recently increase in the demand has been astonishing. It is climbing right ahead."

**WILSON'S PHARMACY, No. 37 Broadway, Says:**

"That Paine's celery compound is a valuable medicine is attested by the ever increasing demand. It sells rapidly, and I find great pleasure in noting the increase."

**F. J. ZITZ, No. 1272 Broadway, Says:**

"Paine's celery compound is advancing far ahead of its competitors in the way of sale. There are many of my old customers who buy it regularly, and they all seem well satisfied with



the results obtained. That is the chief reason why I am never without it."

**CARL E. KESSLER, No. 621 Second avenue, Says:**

"There is no doubt in my mind that what the formula of Paine's celery compound includes the vegetable—ery—in condensed form, and this, together with the other ingredients in its manufacture, is probably cause of the sale of which it has a command. It is one of those remedies which I always have in stock."

**Dr. S. A. HARDY, Pharmacist, 574 Second avenue, Says:**

"There are no remedies which we have more call for than Paine's celery compound, and it is one of those which we must always have in stock or else consider ourselves out of the race with the others in this business. From what I have heard my customers say of the medicine I believe it is doing no end of good to those using it."

**ROOSEVELT PHARMACY, No. 173 Park row, Says:**

"As a seller I can say that Paine's celery compound is in the lead, and if its sale increases as it has been doing for some time past, it will no doubt stay in the lead. It is one of those remedies which it appears persons like to stick to if they have tried it once. At any rate that is the impression I have been led to form."

**CHARLES LOEBER, Bedford Park, New York City, Says:**

"I have never kept any celery compound other than that which is so far known as Paine's celery compound. My experience has been that of all the proprietary medicines in the market it is by far the best seller. There is, and there always has been a constant demand for the well-known remedy, and I have kept it in stock for nearly two reasons—the first of which is that there is no other remedy which is so readily sold; the second is that I have noticed that people who purchase it once come back the second time."

**DRUGGISTS GRIFFITHS & CO., One Hundred and Twenty-second street and Third avenue, Says:**

"Paine's celery compound always was a 'cracking' good seller. You can quote us as saying almost anything in its favor. It is the best thing in our house, and we don't care who knows it. Let all the other people win at this if they like; it won't affect us. When we have a good thing we 'push it along,' as it were. We not only sell heaps of Paine's celery compound, but we also have the satisfaction of being told afterward that the sick, the poor and the hard worked have been helped."